



### The Brentwood Player-Piano

The prettiest and best inside Player-Piano for the price ever manufactured in America.

65-Note, \$360; 88-Note, \$385; 65-88-Note, \$425.

### Small Instruments

Violin, complete, Bow, Case, etc., .....\$5.00 and upward  
Mandolin, complete, Case, etc., ..... 5.00 and upward  
Guitar, complete, Case etc..... 5.00 and upward  
Clarinets complete, Case, etc. .... 12.00 and upward  
Accordeons ..... 3.00 and upward  
Autoharps ..... 2.50 and upward  
Cornets, Bugles, Trombones, etc.  
If it's music, we have it.

There is More Home Happiness to Be Had in the Possession of a Pianola-Piano, Piano, or Victor Talking Machine, Than Can Be Gained by the Purchase of Any Other Gift.

The suggestions of the

## Carstensen & Anson Co.

Have always met with popular favor and their easy payment plan makes it possible for people to give according to their wishes.

Never before have we shown such a complete stock in every department. Those that come early will be well paid. It costs nothing, and you will not be urged to buy. We take pleasure in showing our goods and our new store.

## Buy a VICTOR and Solve the Gift Problem

The New Style--VICTOR-VICTOLAS--the kind without a horn

Victrola, style X, Oak or Mahogany .....\$ 75  
Victrola, style XI, Oak or Mahogany ..... 100  
Victrola, style XII, Oak or Mahogany ..... 125  
Victrola, Style XIV, Oak or Mahogany ..... 150  
Victrola, Style XVI, Oak or Mahogany ..... 200

We have cabinets to match the first three styles, from \$10 upward. Other style Victors, with flower horns, \$10 to \$100. We quote lowest prices on Victors. Special terms.



### Pianola-Pianos

Comprising the Steinway, Weber, Steck, Wheelock, Stuvesant. Prices \$550 upward.

### PLAYER-PIANOS TECHNOLA.

\$450 and \$525. Plays both 65-88-note music.

### For the Boys and Girls

Harmonicas .....\$ .05 to \$1.50  
Music Rolls ..... .50 to 3.50  
Hand Music Boxes .. .65 to 2.75

Flutes, Whistles, Drums, Clappers, Etc.

Remember our prices are the lowest. If it's music we have it.

# BEAUTIFUL STANDARD PIANOS

*Do Not Buy Till You See Our Stock*

## Three Things for the Betterment of the Piano Business

Weber  
Pianos

Everett  
Pianos

Krakauer  
Pianos

1. "The establishment of a one-price system in every honest piano store.
2. "A consistent campaign against all useless and obsolete methods, including the payment of commissions and misleading advertisements.
3. "To enlighten the piano-purchasing public as to the system through which thousands of men and women in every state in the Union have been victimized."

These principles were advocated by an Eastern Musical Journal. Could there be any stronger endorsement of the Carstensen & Anson Company's plan than this?

Upon these principles we conduct our business. We know our one-price plan is the only square way of dealing with each customer. We know that our one-price is uniformly the lowest in the intermountain states. We know piano contest schemes are intended to deceive the public. We know and YOU know that there can be no real contest, when everyone receives a prize(?).

The piano prices of a firm must be tremendously high when holders of \$100.00 piano purchase checks are urged to buy pianos. Of course, the firms holding these contests give confidential "inside prices" when there is no contest, so really it matters little whether you have a check or bond and buy a piano, or buy a piano when there is no contest. In either case the value you receive for the money you spend is very doubtful. So doubtful that holders of checks as high as \$100.00 have discarded their checks and bought from us with profit and satisfaction to themselves.

Thousands of people have tested the economy of the Carstensen & Anson Company's plan. That's why we sell so many pianos. If the light we shed on the piano business hurts any other dealer it's because his methods won't bear inspection. Insist on coming to our store before buying a piano, no matter how little you wish to pay, or on what terms.

Pease  
Pianos

Ludwig  
Pianos

Bradford  
Pianos

Mail orders will be treated the same as if you were here. Write and tell us your wants.

## Carstensen & Anson Co.

*Temple of Music*

A small deposit will secure any article in the house. Delivery will be made when you want it.

74 South Main Street

Next to McCornick's Bank